

2010 Emerging Business of the Year



SayCheez PhotoBooth

Owner	Scott and Nikki Lewien
Nature of Business	Photo Booth Rental for Events
City	Topeka
County	Shawnee
Phone	1-800-Say-Cheez
Web Site	www.Saycheezphotobooth.com
Business Structure	Kansas Limited Liability Company
Business Began	2008
Employees	2 owners, 25 contractors
KSBDC Consultant	Scott Taddiken



The consulting provided by the KSBDC is a must for any business looking to excel. I recommend, just like going to the doctor for a check-up, you should schedule time with your KSBDC consultant. It helped us achieve success that we could not imagine.

– **Nikki Lewien, Co-owner**



SayCheezPhotoBooth.com
1-800-SAY-CHEEZ

Scott, Nikki, and Zeven Lewien, having fun in the Photo Booth.

**Washburn University
Kansas Small Business
Development Center**

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The SayCheez PhotoBooth Company started rather innocently. “We were looking for something different for our son’s first birthday and thought that a photo booth would be fun. When we couldn’t find an affordable option, Scott and I went to work making this contraption in our living room and backyard. Our friends and neighbors thought we were crazy, until the party. Everyone had so much fun that we were asked to bring it to their parties,” explained Nikki. Before too long, strangers had heard the news, and were asking how to rent a photo booth for their events.

The entrepreneur in both Nikki and Scott kicked in. They decided to take their photo booth service to the Bridal Fair where they booked 26 weddings in 2 days. It was official, SayCheez was in business. That is when they met with Scott Taddiken at the Washburn KSBDC to ask questions about registering the business. What unfolded was so much more. Nikki remembers, “His excitement for our business helped us achieve success that we could not imagine. He was full of incredible ideas we hadn’t even considered. It was 100% the jumping off point for us.”

With hard work in that first year, SayCheez grew from one to four booths in the Topeka area with bookings most every weekend. Today, Scott and Nikki have grown SayCheez to twenty-five markets all over Kansas and around the country. Booths can be rented as far away as Seattle, WA. Considering this all started with a “crazy contraption” assembled in the backyard, SayCheez has come a long way in a short amount of time.

Some would equate this success with luck or being in the right place at the right time, but once you meet both Nikki and Scott you realize that this is simply not the case. This did not happen by accident, this is what can happen when you are an entrepreneur and work hard. What makes the SayCheez story truly remarkable is exactly what makes being an entrepreneur great.

“It is not taking “no” for an answer but saying “why not?” It is not planning to do something but actually doing it, even with limited resources. It is about being extremely smart and doing the right thing. It is about not giving up. It is about all those things and that is what is amazing about Nikki and Scott - recognition as KSBDC Emerging Business of the Year is well deserved,” added Rick LeJuerne, regional director of the Washburn KSBDC.

Secret to Success

“The most important secret to our success is to never give up. Keep pushing, every day, all the time.”

– **Nikki Lewien, Co-owner**